

City: *Wilmette*

**Your Name**

Title  
Phone  
Website  
Other



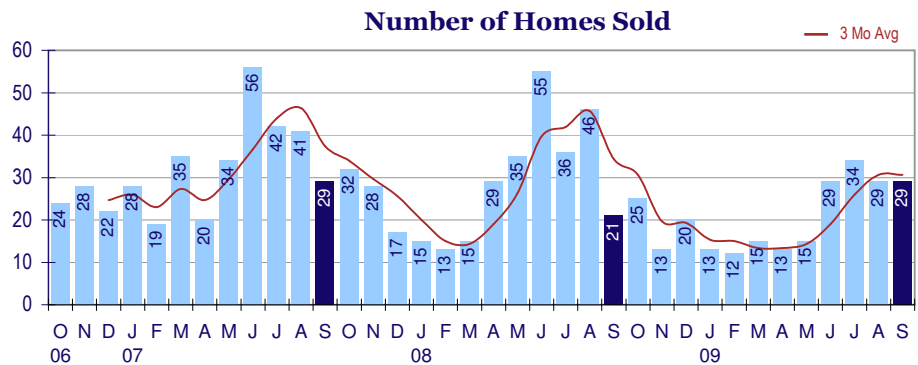
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$649,500	↑		↓				
Average List Price of all Current Listings	\$797,370	↑		↓				
September Median Sales Price	\$650,000	↑	↔	↓	\$650,000	↓		↓
September Average Sales Price	\$786,541	↑	↑	↓	\$692,003	↓		↓
Total Homes Currently for Sale (Inventory)	288	↓		↓				
September Number of Homes Sold	29	↔		↑	189	↓		
September Average Days on Market (Solds)	88	↓	↓	↓	117	↑		↑
Asking Price per Square Foot (based on New Listings)	\$177	↓	↓	↓	\$272	↓		↓
September Sold Price per Square Foot	\$261	↓	↑	↓	\$252	↓		↓
September Month's Supply of Inventory	9.9	↓	↑	↓	17.2	↑		↑
September Sale Price vs List Price Ratio	90.2%	↑	↑	↑	87.0%	↓		↓

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

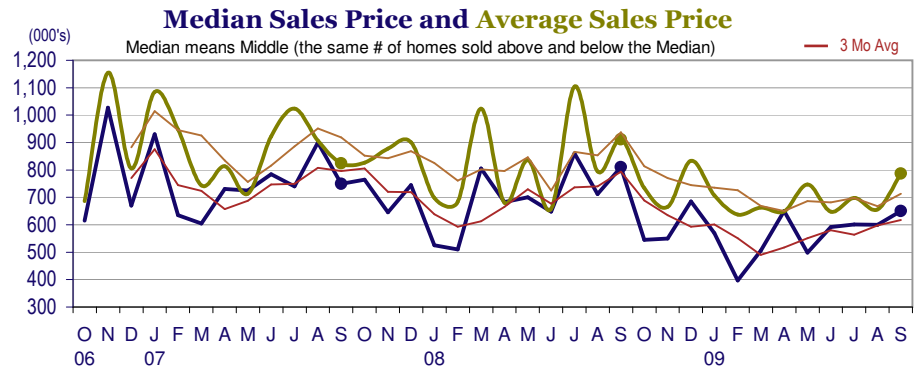
## Home Sales

September home sales were 29, up 38.1% from 21 in September of 2008 and the same as the 29 sales last month. September 2009 sales were at their highest level compared to September of 2008 and 2007. September YTD sales of 189 are running -28.7% behind last year's year-to-date sales of 265.



## Prices

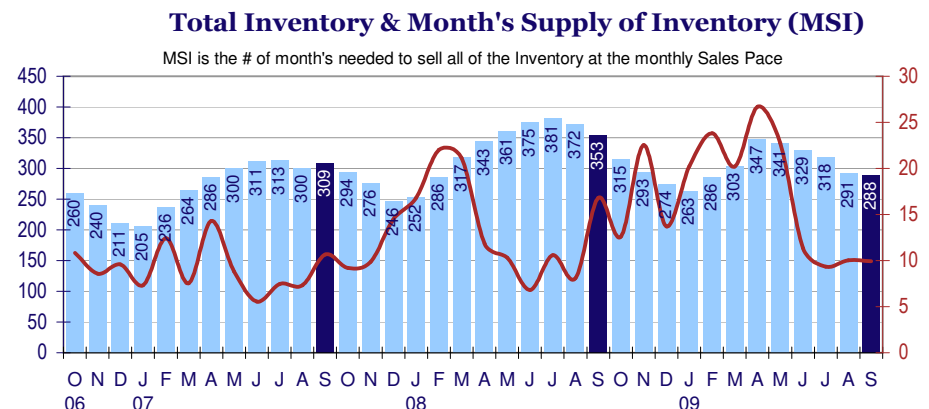
The Median Sales Price in September was \$650,000, down -19.8% from \$810,000 in September of 2008 and up 8.3% from \$600,000 last month. The Average Sales Price in September was \$786,541, down -13.8% from \$912,018 in September of 2008 and up 19.9% from \$656,000 last month. September 2009 ASP was at the lowest level compared to September of 2008 and 2007.



## Inventory & MSI

The Total Inventory of homes available for sale as of September was 288, down -1.0% from 291 last month and down -18.4% from 353 in September of last year. September 2009 Inventory was at its lowest level compared with September of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2009 MSI of 9.9 months was at its lowest level compared with September of 2008 and 2007.



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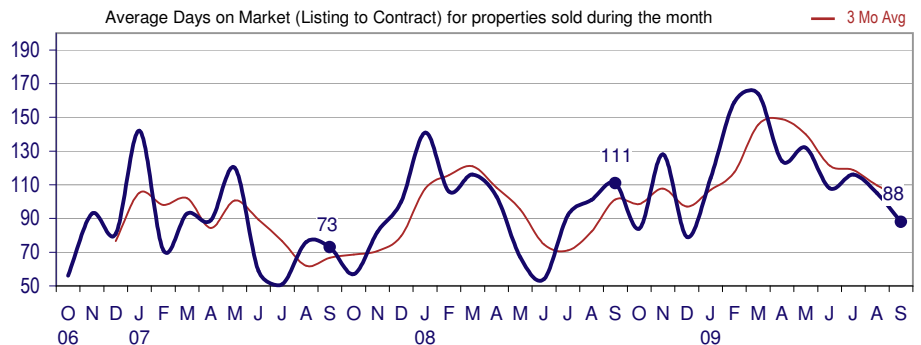
Other



## Market Time

The average Days On Market (DOM) shows how many days the average home is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 88, down -16.2% from 105 days last month and down -20.7% from 111 days in September of last year. The September 2009 DOM was at a mid level compared with September of 2008 and 2007.

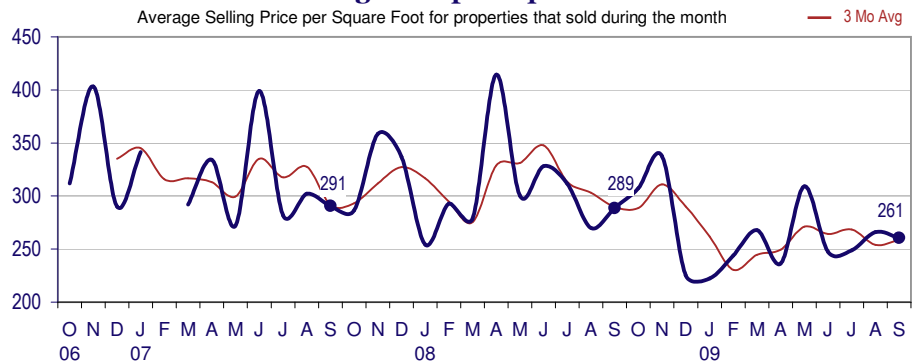
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of home values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end homes in the market, the selling price per square foot is a more normalized indicator on the direction of home values. The September 2009 Selling Price per Square Foot of \$261 was down -2.0% from \$266 last month and down -9.6% from 289 in September of last year.

## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2009 Selling Price vs Original List Price of 90.2% was up from 89.2% last month and up from 89.9% in September of last year.

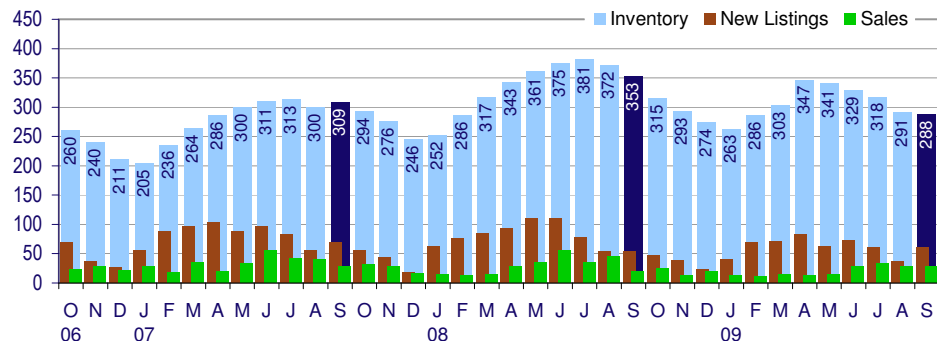
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of homes for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2009 was 61, up 64.9% from 37 last month and up 13.0% from 54 in September of last year.

## Inventory / New Listings / Sales



## City: Wilmette

Price Range: All | Property Types: Single Family - Condo - TwnHm

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Homes Sold	24	28	22	28	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29
3 Mo. Roll Avg			25	26	23	27	25	30	37	44	46	37	34	30	26	20	15	14	19	26	40	42	46	34	31	20	19	15	15	13	13	14	19	26	31	31

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Median Sale Price	615	1028	670	930	635	605	731	725	785	740	900	750	765	646	745	525	510	805	683	700	648	860	713	810	545	550	685	570	397	505	650	499	592	601	600	650
3 Mo. Roll Avg			771	876	745	723	657	687	747	750	808	797	805	720	719	639	593	613	666	729	677	736	740	794	689	635	593	602	551	491	517	551	580	564	598	617

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Inventory	260	240	211	205	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	375	381	372	353	315	293	274	263	286	303	347	341	329	318	291	288
MSI	11	9	10	7	12	8	14	9	6	7	7	11	9	10	14	17	22	21	12	10	7	11	8	17	13	23	14	20	24	20	27	23	11	9	10	10

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Days on Market	56	93	81	142	71	93	89	120	59	51	76	73	57	82	100	141	106	116	103	67	54	92	101	111	84	128	79	114	159	164	124	132	108	116	105	88
3 Mo. Roll Avg			77	105	98	102	84	101	89	77	62	67	69	71	80	108	116	121	108	95	75	71	82	101	99	108	97	107	117	146	149	140	121	119	110	103

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Price per Sq Ft	312	403	290	342		292	334	272	399	282	302	291	286	359	337	254	293	279	415	300	328	311	270	289	307	337	225	222	244	268	236	309	247	249	266	261
3 Mo. Roll Avg			335	345	316	317	313	299	335	318	328	292	293	312	327	317	295	275	329	331	348	313	303	290	289	311	290	262	231	245	249	271	264	268	254	259

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Sale to List Price	0.938	0.888	0.906	0.909	0.918	0.929	0.936	0.931	0.955	0.930	0.928	0.951	0.949	0.896	0.890	0.859	0.888	0.885	0.902	0.949	0.951	0.913	0.908	0.899	0.889	0.869	0.862	0.865	0.846	0.873	0.839	0.880	0.865	0.881	0.892	0.902
3 Mo. Roll Avg			0.911	0.901	0.911	0.919	0.928	0.932	0.941	0.939	0.938	0.936	0.943	0.932	0.912	0.882	0.879	0.877	0.892	0.912	0.934	0.938	0.924	0.907	0.899	0.886	0.873	0.865	0.858	0.861	0.853	0.864	0.861	0.875	0.879	0.892

	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
New Listings	69	37	26	56	88	96	104	88	96	83	55	69	55	45	19	62	76	85	93	111	111	78	54	54	47	39	24	40	69	72	83	63	73	61	37	61
Inventory	260	240	211	205	236	264	286	300	311	313	300	309	294	276	246	252	286	317	343	361	375	381	372	353	315	293	274	263	286	303	347	341	329	318	291	288
Sales	24	28	22	28	19	35	20	34	56	42	41	29	32	28	17	15	13	15	29	35	55	36	46	21	25	13	20	13	12	15	13	15	29	34	29	29

(000's)	O 06	N	D	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S
Avg Sale Price	686	1155	805	1084	948	743	814	713	922	1024	907	824	826	878	901	698	684	1024	680	835	659	1104	795	912	735	665	833	708	637	663	649	747	648	698	656	787
3 Mo. Roll Avg			882	1015	946	925	835	757	816	886	951	918	852	843	868	826	761	802	796	846	725	866	853	937	814	771	744	735	726	669	650	686	681	698	667	714